

Thomas Flood

Senior Sales Executive

mobile 1 (815) 353-3527

email flood.tom@gmail.com

web <https://www.linkedin.com/in/tom-flood-52691a2a/>

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present Senior Sales Executive

As a Senior Sales Executive, I am responsible for developing new business opportunities and selling our most complex enterprise solutions to mid-large customer segment.

Identified and generated new sales opportunities through analysis and discovery, understanding key decision makers and determining the appropriate approach for each.

Partnered with internal team to create a solution based on customer needs, including appropriate pricing strategy, solution implementation and future customer growth potential.

Participated in face-to-face meetings to present proposals, offer solutions, and close business.

Collaborated with internal account management team through customer implementation.

Reviewed sales activities and prospective customers with management.

Designed and pursued a personal development plan in collaboration with management.

Interests

[Skiing](#)

[Hiking](#)

[Live music](#)

2006 - **University of Iowa**

2010

[Bachelor in Entrepreneurial Management](#)